

Message Text

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PAGE 01 JAKART 03795 250819Z
ACTION EA-09

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R 250706Z MAR 77
FM AMEMBASSY JAKARTA
TO USDOC WASHDC
INFO SECSTATE WASHDC 0034
AMEMBASSY SINGAPORE

UNCLAS JAKARTA 3795

OIM FOR MCCOWAN

E.O. 11652: N/A
TAGS: BEXP,ID
SUBJ: AGRIQUIP 77

REF: USDOC 4884 (NOTAL)

1. IF MCCOWAN AND VITOUS HAVE OFFICIAL PASSPORTS, EMBASSY CAN HAVE THEIR INDONESIAN VISAS EXTENDED FOR DURATION OF STAY WITHOUT PROBLEM AFTER THEIR ARRIVAL IN JAKARTA. EXTENSION OF VISAS WILL BE EASIER IF GOI EMBASSY ISSUES AN OFFICIAL VISA RATHER THAN "VISIT" VISA. SUGGEST MCCOWAN AND VITOUS SPECIFICALLY APPLY FOR OFFICIAL GOI VISA. IF MCCOWAN AND VITOUS DO NOT HOLD OFFICIAL PASSPORTS, THEY SHOULD APPLY FOR SAME.

2. SUGGEST OIM INFORM FIRMS PARTICIPATING IN AGRIQUIP THAT, TO AVOID DELAYS IN PORT AND AT AIRPOST, ALL FILMS, ADVERTISING MATERIAL, LEAFLETS, ETC. SHOULD BE SENT TO JAKARTA VIA APO ATTENTION AGRIQUIP 77.

3. RE AMERICAN BANKS REPRESENTED IN JAKARTA PARTICIPATING IN AGRIQUIP 77(REFTEL PARA 2), EMBASSY BELIEVES THAT ATTENDANCE ON SHOW FLOOR BY AMERICAN BANKS COULD MAKE SIGNIFICANT IMPROVEMENT IN SHOW SALES. AS IN ALL COM-
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MERCIAL AFFAIRS IN INDONESIA, FINANCING IS CRUCIAL PART SALES PACKAGE. U.S. BANKING PRESENCE AT SHOW WOULD FACILITATE DISCUSSIONS BETWEEN BUYERS AND SELLERS AND SHOULD BE A PART OF AGRIQUIP.

4. BANK OF AMERICA WOULD DECLINE TO PARTICIPATE IF MUST

PAY FULL FEE. EMBASSY BELIEVES THAT LESS THAN FULL FEE PARTICIPATION BY AMERICAN BANKS ALREADY IN INDONESIA WOULD NOT REPEAT NOT LEAD TO SIMILAR REQUEST OR CAUSE PROBLEMS WITH FEE PAYING EQUIPMENT-SELLING PARTICIPANTS. THE BANKING SERVICE IS OBVIOUSLY COMPLEMENTARY NOT COMPETITIVE TO EQUIPMENT SELLERS.

5. EMBASSY RECOMMENDS THAT WE BE ALLOWED TO SOLICIT ON A NO FEE REPEAT NO FEE BASIS PARTICIPATION OF BRANCHES OF AMERICAN BANKS REPRESENTED IN INDONESIA. WE RECOMMEND THAT OIM'S OFFICE OF DESIGN DESIGN A SMALL BOOTH PERHAPS IN AREA NEAR VISITORS RECEPTION AREA WHERE BANKS COULD DISCUSS FINANCING WITH PROSPECTIVE BUYERS/SELLERS. IF NECESSARY WE COULD SEEK CONTRIBUTION FROM PARTICIPATING BANKS TO COVER COSTS OF BOOTH CONSTRUCTION, DESKS, CHAIRS, ETC.

6. EINAR OLSEN, FOREIGN SERVICE INSPECTOR AND DIRECTOR OF OFFICE OF EMERGENT MARKETS IN OIM, STRONGLY SUPPORTS ABOVE PARAGRAPHS 3,4 AND 5.
NEWSOM

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Secure: OPEN
Status: NATIVE
Subject: AGRQUIP 77
TAGS: BEXP, ID
To: COM
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